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R E P L Y

To the O B S E R V E R O N

SEASONABLE REMARKS.

K

----- *Si quid novisti Rectius istis*
Candidus Imperti: si non, his utere mecum. Hor.



D U B L I N :

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REPLY

To the

SEASONABLE REMARKS

By





TO THE
Revd. *DEAN SWIFT*:

S I R,

THE great Figure which you have made, as well in your elaborate Discourses on Trade, as in all Parts of polite Learning, encourages me to trouble you with this publick Address on the present Scituation of our Affairs; and I hope the Importance of the Subject, and the publick Spirit which you never declined to shew when your Country call'd, will plead my Excuse.

I am one of those, Sir, who think
it a Debt due to their Country, for the

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Being which they receive from it, to be studious of its Welfare, and to slip no Opportunity of serving it; and this has put me upon an Enquiry into the Trade of our Country and the Interest of *England*, with respect thereto; the Result of which, I have ventured to Publish in two little Pamphlets, one under the Name of *Seasonable Remarks*, and the other under that of an *Essay on Trade*; the first was intended to clear a Point, which has hitherto been strongly disputed, *viz.* that it is the Interest of *England* to promote and encourage our Commerce in those Branches of Trade, which don't clash with their own, being fully convinced, that without such a Postulatum we must in vain apply for any Ease or Advantage that way; and the second was rather a Scheme of the Scituation of our Trade under all the Incumbrances of *English* Laws, with some

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some general Observations for the better Regulation of Trade in general, than any particular Disquisition of the Branches of our own inland or foreign Business, these being reserved for other Essays: But as a just Sense of your Ability and Inclination to promote the true Interest of your Country on the one hand, and on the other, a grateful Acknowledgment of our Obligations to you, have so fixed the Hearts and Eyes of every *Irishman* upon you, that with all imaginable good Reason, nothing on that Subject can obtain a Currency amongst us, till your Approbation has first stamp'd a Value upon it, and made it Sterling; so I hope you will yield to the Importunities of a Fellow Labourer in the Vineyard, (who tho' below any Comparison, inferior to you in Strength and Ability, is yet equal to any in the Desire to serve his Country) and do him

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the Honour to revise, amend or alter any thing you find amiss therein.

I have nothing in View, Sir, but the Publick Good ; and I shall with equal Resignation hear you approve or condemn, for I am conscious of my own Insufficiency, and shall be much better pleased to see the true Interest of my Country pursued, than to hear any particular Notions of my own, applauded or extolled : The Design if happily executed, wou'd no doubt be of use to the Publick ; and 'tis that obliges me to make this Sort of Application to you, since my Resolution not to be known for an Author, wou'd not allow it in any other Manner.

'Tis true we are much cramp'd in our Trade, and under heavy Inconveniencies, but that is no Reason sure, why we should neglect the little which remains, and by so doing, owe a great Part of our Misfortunes to
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our selves ; that would be as if a Man should go naked, because he can't afford to buy Lace or Embroidery, and that wou'd certainly be looked on as a very odd way of thinking : But I will take up no more of your Time on this Head, and I leave the little Tracts (which wait on you) to speak for themselves.

But there still remains so great a Blank on my Paper, that I can't forbear begging your Sentiments for the Publick, on a Point or two more. Knowledge and Learning, are to be considered in two Lights ; first, as they are useful to the Common-wealth, and secondly, as they render the Possessors of them agreeable and entertaining in Conversation : The first, without doubt, ought principally to be aimed at ; but it is highly probable however, that few wou'd arrive to Perfection therein, had not the

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Desire of the latter prompted to the Enquiry.

We enter on the Stage of the World vain, fond of Praise, and warm with Emulation ; when we are Children ('tis true) we think as Children, that is, our Thoughts are exercised about those little Sports and Pleasures, with which others of the same Age generally entertain themselves ; but even here, a strong Emulation and a Desire to excel, is most conspicuous in those, who promise any future Figure in the World. *Cyrus* (if we may believe *Herodotus* and others) is said in this Station of Life to have play'd the King amongst his Fellows, thereby giving a Specimen of that glorious Scene, which he was afterwards to act in restoring Liberty and Empire to his Country. Many other Instances there are also, of this aspiring Conduct in Children ; but I must confess, I can't think with
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the Croud, that these Things were so ordered by Providence, as a sort of Prophecy (if I may so call it) of what was yet to come ; for that wou'd be to invert the Order of Things, and make the Act of a Child, the Consequence of what was to happen in his old Age ; I am rather inclined to think, that the great Actions of *Cyrus*, and the glorious Revolution which he brought about, was the Effect of that strong Emulation and Ambition, which in him so early discovered themselves, prompting him still forward from one great Action to another ; for there is still a *plus ultra* to Ambition : Our Desires are boundless, and there is no Satiety this side of the Grave.

If then Learning, Knowledge, and indeed every other social Virtue, is indebted to Emulation, and if there is a Gradation in the Mind of Men, from lower to higher Degrees of Virtue,

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tue, (for as *Nemo repente turpissimus*, so neither can we of a sudden without Inspiration become perfect in Virtue) then sure it must be necessary in order to stir up that Emulation, to furnish it with frequent Objects ; and this leads me to consider the present State of Conversation in our Coffee-Houses; and the Advantage which might arise to the Common-wealth, from making the proper Use of these publick Meeting-places.

At present indeed, as soon as the last Night's Debauch, and the Labour of the Dressing-Room permits, we resort to the Coffee-House, call for a Dish of Coffee or a Dram, perhaps we sit down to Piquet, or more likely, strut about the Room, to show a Silver Clock, a Topee perfectly well powder'd, fine Flanders-Lace, or a new Suit of Cloaths, whilst our Conversation is perfectly well adapted to the Humour of the Place ;
“ who

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“ who sells the best Orange-Butter
“ or Pomatum ? whose Topee was
“ best powder’d at last Night’s
“ Ball ? who is the cleverest Girl
“ in Town, and who the best na-
“ tur’d ? ” Dogs and Horses, make
a part of the Discourse, and among
the graver Persons, our Wives and
Children ; and it may be owing to
this kind of Living and Talking,
or to the Emulation, which the Suc-
cess of such a gay Dress and polite
Conversation inspires, that we are
become so fantastical in our Dress,
and so effeminate in our whole Con-
duct, whilst the Improvement of
the Mind is so little looked after.

But if at these publick Meetings,
the Conversation had turned upon
the State of the Nation, or of *Eu-
rope* in general, War and Peace, and
the Means by which they are to be
governed, History, Polite Learning,
Trade and Commerce, and such o-
ther

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ther Subjects, as might at once improve and delight the Hearers ; if, I say, they had made this their Rule, and postpon'd their Family Affairs to their private Interviews, then our Coffee-Houses wou'd be as so many Academies for our Youth, where they might be ed'fied by the Conversation of learned and knowing Men, or perhaps by mixing in the Debate, get the better of that Shyness, which is so natural to ingenious Minds, and for want of being early surmounted by publick Conversations, very often deprive the Nation in its Senate of their Sentiments, who understand the State of our Affairs better than many, that, with a greater Assurance to set themselves forward in Debate, have much less Knowledge to support them in it.

Alas, Sir, with what Success, can a young Gentleman go from his Closet to the Senate-House ? let him
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be learned in the true Interest of his Country, let him understand Trade and Commerce, let him have a political turn of Thought, yet without a Habit of expressing his Mind in Publick, how can he find Assurance to deliver himself in a full House, where his first Attempt must occasion a universal Silence, and Expectation dreadful to the first Efforts of an unpractised ingenious Youth? or should he be able to break through this Form, how shall he recover himself from the Confusion, into which the Reply of perhaps an impertinent Opponent has thrown him?

A Habit of Speaking, is therefore as necessary for the Delivery of our Knowledge in Publick, as Emulation is in the Pursuit of it; and if the Learned in all Branches of Knowledge wou'd resolve to entertain one another at Coffee-Houses on useful Subjects, I cannot doubt but

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it wou'd be of singular Use towards the Attainment of the one and of the other.

I shall conclude this Medley with an Animadversion upon the present regulation of our Bread. There is scarce a second Week wherein the Measure and Weight of our Bread is not greatly varied ; what Proportion the Lord Mayor may think proper to keep between the current Price of Grain, and the Weight of Bread, or whether he troubles himself about that Matter at all I know not ; But I know for certain that I go often to see a Crusty old Gentleman in this City, and I always find him either quarelling with his Baker, and Servants, or cursing his Lordship for conjuring, as he calls it, with his Bread ; and indeed I can't but say that this manner of shifting the Size of the Bread, is a great nuisance to the Poor, and gives great Opportunities

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nities to the Bakers (who are seldom honestier than their Neighbours) to impose upon their Customers,

When the Size of Bread is in a constant Fluctuation, it is almost impossible to tell by the Eye, whether it be under siz'd or not : And a poor Man, who buys, must therefore be under the Necessity, either to weigh his Bread or take it on the Bakers Word ; the last may not perhaps be so safe, and the weighing is expensive, so that he must either pay to have his Bread weighed, or lose for want on't : In the next Place, tho' Families are pretty regular in their Consumption of Bread, in this City, it is almost impossible under the present Regulation, for one to know whether he is well used by his Baker and Servants or not ; and tho' they should be all honest, yet the same Number of Loaves that serves this Week, may either be too many or
too

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too few the next, and you cannot therefore fix you Consumption to any certain Number of Loaves, nor for the same Reason to any certain Sum of Money ; so that there is no Standard in this Case to go by, unless the good Woman stands constantly at the Door, like the Emblem of Justice, with a Pair of Scales in one Hand, and my Lord Mayor's Bill in the other.

This perplex'd Method of Proceeding in the Matter of the greatest Concernment in Life, our Daily Bread, looks too much like a premeditated Design, to puzzle the Publick, in order for private Ends ; for it must be own'd, that every Man at Liberty to chuse for himself, will take the easiest way he can to go through his Business, unless he finds his Account in doing otherwise ; and it is as certain, that the Method which is used in *London*, of continuing

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ing the Bread always of one Size; and varying the Price only, according to the Rise or Fall of Wheat at Market, is the easiest and less intricate way, and the Conclusion from these Premises must necessarily be. “ Therefore the Lord Mayor wou’d “ do as they do in *London*, had he “ not found his Account in the o- “ ther Method. ” But I am far from charging the worthy Gentleman who at present fills that Office, or indeed many of his Predecessors with so foul an Imputation ; and I must do them the Justice, to say that, tho’ the Conclusion is natural, yet there is a great deal of Difference between the first Institutor of a bad Regulation, and one who finds it established at his Accession : The first is (no doubt) blameable, either for his Ignorance, or his evil Inclinations ; and such of his Successors as have been applyed to, and refused
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to reform (if any such have been) are at least as blameable as he ; but his present Lordship is known to have all the Inclinations in the World to do good in his Station ; and I hope the Honour of reforming so great an Abuse, in so important an Article, is reserved for him. If indeed it be an Abuse, which I refer to you, Sir, but in all Things I submit to your Judgment. And rather than injure the Publick, by taking up more of your Time in Apologies for this Trouble, I conclude

S I R,

Your constant Admirer.

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REPLY, &c.

S I R,

I Have seen your Observations on my Papers, and I am so far from being offended at the candid and free Manner, in which you treat them, that I acknowledge the Favour, as I shall also any future Animadversions on them, with which you oblige the Publick.

My Design in the Undertaking, is to serve my Country, and tho' I should expose my self by the Attempt, yet if the Enquiry is set on foot, and the Truth laid open, either by You or Me, or any other

Person, my Ends are answered ; so that for the future, Sir, you will oblige me if you spare your self the Trouble of Apologizing ; and since for some Reasons I can't determine to discover my self, I hope you will communicate, from time to time, what occurs to you on that Subject, in the manner you did this ; I mean in Print, that your Sentiments may be diffused through the Land, and our Countrymen thereby led into the Consideration of a Subject, which perhaps they may otherwise be inclined to overlook and neglect.

I shall not, Sir, cavil at any part of your little Book ; it was most welcome to me ; and if I attempt to answer your Objections, 'tis not, I assure you, from any Fondness of my own Opinion, but in order to clear up those Passages in my Essays, which I was not so happy to express in a Manner to be understood by you, that
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my Countrymen may be Judge of the Argument, and approve or condemn on a full Hearing.

And first as to the Increase of Wealth in *Ireland*, since the *Era* laid down, which was I think 1676.

The first of my Papers was design'd to shew how much it was the Interest of *England* to promote and encourage our Trade, since it got by us annually on the Article of Out-lyers, near 600,000*l.* for which Drain, I quoted the ingenious Author of the Defence of the Conduct of *Ireland*, a Gentleman to whom next to the immortal *Draper*, we owe our Deliverance from *Woods's* Half-pence; and sure no one will doubt so credible a Person.

And as to my Estimate of our Capital, which is what I wou'd be understood to mean in that Computation; alas, Sir, I am far from boasting of our Wealth thereby: the Industry

dustry of our Country is no doubt encreased, our People are multiply'd, our Capital is greatly enlarged, and our Gain on the Exchange of Commodities, has been (I will again venture to say it) considerable ; but what avails all this, whilst an unprofitable Issue of Money for the Support of Outlyers, eats up all our Gains, and leaves us still struggling with Want and Poverty at home? Insomuch that had *Virgil* been an *Irishman*, and in our Circumstances, he might have added another Line to his Hymistick, and said *sic nos non nobis---accumulamus opes*. But that the Reader may judge of the Question, I will give him an Abstract of the Matter objected to.

I have said our Trade was incumbered, that we were under heavy Drains, and we had but a very confin'd Commerce, but that I could not therefore come into their way of thinking,

thinking, who wou'd insinuate that because we had all these Difficulties to wrestle with, we should not therefore mind Trade or Commerce at all, but let that little which was yet left go to wreck ; and as I believe, Sir, you will agree with me, that half a Loaf is better than no Bread, I shall therefore take up none of your Time in a farther Explanation of what is so obvious to every Capacity, neither do I think there is Occasion for many Words to convince you that the present Value of our Capital, is pretty near 65,000,000, since you have so greatly mistaken the Manner in which I calculated to bring it to that Sum ; for tho' you are pleas'd to say, that in my Calculation I value the Lands at 6s. 4d. per Acre, yet if you please to look it over once more, you will find that I only rate them at 4s. 6d. per Acre old Measure, which I can't think by any means

means an unreasonable Valuation, since the old Plantation Measure and *Strafford* Survey, by which I proceeded, is almost every where very favourable, as I have hinted in my Essay, to which for Brevity, I refer you. But I must (however) acknowledge my Obligation to you for making the Objection, lest the Enemies of our Country might otherwise perhaps mistake my Meaning and conclude as you do; That therefore we may afford to pay greater Taxes than we have hitherto done ; but let them consider, Sir, that I write to a People whom I wou'd allure to engage more vigorously in Trade and Commerce, by setting before them the Acquisitions we have made thereby within the Time mentioned : Let them consider, Sir, that tho' the general Wealth of *Ireland* is so encreased, yet the Particulars are little the better, 'tis *England* only reaps the solid

lid Benefit thereof : we pay them a Tribute greater than perhaps any Nation in the World ever paid, even in the Times of universal Monarchy ; for if the Money which issues on account of Outliers be justly estimated at 600,000*l.* Sterl. and if the Gain which they make on the Monopoly of our Wooll, and the Profit which accrues to them on the Restrictions on our Plantation; *East-India, African,* and *Levant* Trades, amount only to as much more (which I am sure is a very modest Computation) what Nation in the World, even of twice our Extent has ever paid so great a Tribute over and above Taxes ?

But it seems odd to you, Sir, that the Value of our Capital Stock should encrease so much faster than that of *England* ; and I think it will be proper therefore to lay the State of the Case, in that respect, in a full Light before you.

'Tis true, by my Calculation, the Capital of *Ireland* is encreased six-fold, whilst that of *England* is not encreased above four ; for Mr. *Davenant* computes, that in the Beginning of the last Century, the Rental of *England* was but 6,000,000*l.* and that it might be purchased at 12 Years Purchase, or 72,000,000*l.* But the ingenious Mr. *Philips*, I believe justly too, thinks it may now amount to 16,000,000*l.* per Ann. and sell for 20 Years Purchase, or the Sum 320,000,000*l.* so that the Capital of *England* has encreased but four-fold and a half, whilst ours encreased six-fold ; and indeed to one that looks no further, that may seem very odd.

But we are to consider, that when the Capital of *England*, was computed at 72,000,000*l.* *England* was in a very flourishing Condition. *Henry the Seventh*, who died 1509. left in his

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his Coffers near a Million of Money, and the Nation enjoyed a flourishing and almost uninterrupted Peace at home for near 130 Years, viz. from the Accession of *Henry* the Seventh, which was in 1485 to 1603, when Queen *Elizabeth* the Darling of her own, and the Wonder of all succeeding Ages left this World.

In that Time *England* was fully peopled, the *English* Navy was formidable, Trade flourished, and the Manufactures were applied to; in short, they had made a considerable Progress in the way to Riches, their Hands were almost full of Business, and consequently could not in the succeeding Time make a Progress proportionable to that of the preceding Age; for there is a Season when a Country encreases in Wealth more slowly, nay when a Country ceases to increase in Wealth at all, and at last returns to Poverty and Indigence

again, (as you may observe in the short Account I have given of the Revolutions of Trade in my *Seasonable Remarks*) and perhaps had not *Ireland* been in a Condition to furnish *England* with her annual Tribute, our Friends the tother side the Water, might have long since experienced this Truth ; we must therefore conclude that *England* at the Era fixed upon by Mr. *Davenant*, had already run a great part of its Course, and was (if I may be allowed the Expression) almost out of Breath ; so that its Pace was slow, and its Motion heavy and solemn ; but if you consider the Circumstances of *Ireland* in 1676, as they are beautifully described by Sir *William Petty*, you will find that we were then but just awaking from a Lethargy of Sloth and Idleness ; there were few or no Manufactures at all, and but here and there an odd Person in an awkward

ward Manner endeavouring to set them on foot. : The People lived on the Produce of their Farms, and paid their Rents in Kind ; there were but few Sharers in the Money, because but few took Pains to acquire a Matter of which they scarce knew the Use, and even then in this Infancy of ours, he computes that 600,000*l.* was the Sum necessary to drive the Trade we were possessed of, See P, 73. *Poli. Anatomy* : In this Time, I say, we were but just setting out, our Wind was untainted, our Sinews strong, and our Course therefore swift. The Example of one thriving Craftsman induced a hundred perhaps to Industry ; for there were Hands enough idle, and this is the Reason why the Increase of the Value of our Capital, was swifter than that of *England* in the same Tract of Time ; but now our Hands are employed, 'tis only by
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prudent Regulations of our Trade and Industry, by a watchful Eye to our Exports and Imports, that nothing noxious should be received, and nothing issue which detained, is yet capable of greater Improvements from Art and Labour: 'tis only from these and the Encrease of our Inhabitants, that we have any Reason to expect an Encrease of Wealth for the future.

But as to our Capacity of bearing greater Taxes from such an Encrease of our Capital Stock, I must observe (as I have already done in one of my former Papers) that whenever a Nation in general has lost the Ballance of Trade, or (to speak more in the common Phrase) whenever their Expence exceeds their Income, from that Minute they begin to return to Poverty and Indigence, and that, (in the Case of a People in general) not in the slow Manner they acquired

red their Riches, but all of a sudden ; the Ballance of our Loss must be paid in Money ; and if a Million of Money circulating in our Country, is what gives a high Price to Land, and all our other Commodities, what wou'd be the Case if we shou'd cease to gain by Trade even for one Year ? the very Rents of our Outliers for that Year, paid out of our circulating Cash, wou'd surprisingly reduce the Value of our Capital ; But to put the Question in Figures, If 1,000,000*l.* circulating Cash, raises the Value of *Ireland* to 56,000,000*l.* what will the Loss of 500,000*l.* reduce it to ? and if *vice versa* 500,000*l.* of that Sum, which is now annually drain'd away by Outliers, were spent at home, and suffer'd to circulate and diffuse it self amongst our Manufactures and working People ; then indeed I wont say but we might be able (more
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effectually than we can at present) to show that Zeal with which our Hearts have long glow'd for the Honour of His sacred Majesty, for His illustrious and Royal Family, and for the Safety and Welfare of *Great-Brittain* in general; but 'till then, we have only our Wishes to add to a Load of Taxes, under which nothing but such a glowing Zeal could support us.

And now, Sir, it will be proper to consider what our Scituation, in respect to the general Ballance of Trade may be; and this leads me to an Anticipation of your last Objection, which falls I think more properly here, than in Order as you have put it.

And first, Sir, I must explain to you a little Table, which is at the End of my Essay, which I fear I did not do before, or at least did not do in so full a Manner as I ought.
That

That Table, Sir, is an Abstract from the *Custom-House* Books, of the Exportations and Importations of *Ireland*, for the Year ending *Lady-day* 1725. according to the selling Price in our Markets, and you may rely upon the Authority of it.

By that Table our Exportations are 1,053,782*l.* and our Importations 819,761*l.* which makes the Ballance in our Favour; at the selling Price in our Markets, only 234,021*l.* and you may say therefore, by what kind of Arithmetick, can 600,000*l.* be paid by 234,021*l.*? The Question is unanswerable, unless you will have Recourse to the Rules set down in the Beginning of my Essay, for the stating of our publick Accounts.

You will be pleased to observe then, Sir, that the above 234,021*l.* is the Ballance only at the selling Price in our Markets, and that some Stim or other must be fixed upon as

a reasonable Medium, at which to estimate the Merchants Freight, Expence and Profit, or else we shall never truly state the Account. I have said that in *England* that Sum is generally estimated at 25*l.* per Cent. but I am far from fixing dogmatically upon that Sum ; I only said, perhaps it may be pretty near that Sum here ; and tho' what you have observed touching the *East-India*, *African*, and *Levant* Trades, which we share but little in, seems to be a very great Weight in the Account ; yet if we consider the Difference in our Interest of Money (which is an Evil of the first Concoction) and the Cheapness of our Navigation, the low Price at home of the Commodities exported by us, and the Price had for them at Market ; and if you will consider at the same time how small a Proportion the Sums employ'd in those Trades, are in respect to the

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extended Commerce of *England* in general, I can't think we have Reason to deduct any thing from the 25 *per Cent.* for as to our *West-India* Trade, it is quite out of the Case, and rather makes against, than for your Observation, because the Difficulties under which we lie in that Trade, must necessarily raise our Merchants Expence above the *English* Merchants; but suppose however, that 22 *per Cent.* may be a reasonable Medium, at which to estimate the Merchants Freight, Expence and Profit, and suppose that one half of the whole Trade is managed by Natives, then the Account will stand thus,

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Exported at the selling	1,
Price in our Markets,	1,053,782
to the Value of	
To which we must add	
22 $\frac{1}{2}$ per Cent. for the	
Freight, Expence and	
Profit, of that half	115,916
thereof, which is tran-	
sacted by our selves,	
or about	
And then our Exports	
will sell for	1,169,698
But our Imports sell at	
our Markets for	819,761
And from this we must	
deduct 22 <i>per Cent.</i> for	
the Freight, Expence,	
and Profit, of so much	90,173
as we transact our	
selves, or about	
Then our Imports will	
stand us in	729,588
Which leaves for our	
National Gain Yearly	440,110

But

But if we pay our Outlyers annually 600,000*l*. then our circulating Cash must be Yearly diminished 159,890. which is a very melancholy Story, and far from inviting our Neighbours to a new Taxation, ought to be a Warning to our Nobility and Gentry to spend a Part of their Rents at Home, before an unavoidable Necessity obliges them to a constant Residence.

This, Sir, was a Secret I did not care to disclose till a fitter Opportunity, had not your Observations on my Papers, made it necessary in my own Defence; and I hope our Friends t^o other side the Water will take the proper Notice of it, and in Time procure us an Ease in those Branches of Trade, which don't clash with their own, in order to furnish us with an Opportunity to labour successfully for them, and be still instrumental

tal in the Grandeur and Prosperity
of *Great Britain*.

I must say, Sir, that there is scarce
any one Article of our Business, re-
quires so nice a Scrutiny as the very
Matter we have been treating of ; for
if the Freight, Expence and Profit,
is rated at too high a Medium, we
then greatly deceive our selves, and
(by imagining a greater Treasure than
we really possess) run perhaps, either
into a supine Neglect of our Affairs,
or an Expence which our Trade is
not able to bear ; whilst the striking
too low a Medium on the t^other
hand, either in the general Trade of
the Nation, or in that of particular
Branches thereof, may) throw us in-
to a Despair as dangerous, or lead us
into wrong Judgments, with Relation
to our particular Trades ; so that,
Sir, the Matter requires a very serious
Discussion, and it will be proper (in
order to form a right Judgment there-
on)

on) carefully to inspect the *Custom-house* Books, to know how much of our Trade is manag'd by Natives, and how much by Foreigners, what *Irish* Built Shipping and what Foreign, or even *English* Shipping, are employ'd in each particular Branch of Trade; what Freight, Expence, and Profit, may reasonably be allow'd on each Branch; and when that is done, a Medium may soon be struck, on which we may safely rely; and in this, Sir, as well as in all other Branches of our Trade and Industry, your Assistance, and that of all the Gentlemen of my Country, is earnestly desired, by a Line to be left at Mr. George Ewing's, Bookseller in *Dame's-street*, for the Author of *Seasonable Remarks*; and such Advice and Assistance shall gratefully be acknowledg'd to the Publick.

As to that Part of your Paper, which reflects on my Calculation of
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the *French* Trade, give me leave, dear Sir, to advise you to a better Consideration of it : our *Custom-house* Books are the best Information we can have of our Exports and Imports ; 'tis by them I govern'd my self, and until Smuglers are pleased to give us an Estimate of their clandestine running of Goods, there can be no better Guide ; but even in that case, pray consider on what side the Ballance would still be.

I believe it will be proper before I conclude this Paper, to explain the Mistake, into which the Course of Exchange has led you.

In the Dealings between one Country and another, so long as their Trade is on an equal Ballance, that is to say, whilst the Commodities exchanged are of equal Value, so long will the Exchange of Money be on the Par ; because Men may always
be

be found who wou'd make the Exchange for their own Conveniency.

But when one Country requires more Wares from the other, than is sufficient to pay the Ballance of their Dealings, their Surplus must be paid for in Money, and the Receiver of the Money having no Occasion to lay out this Surplus, is under a Necessity to draw it home; but being loath to risque the Dangers and Troubles of the Carriage, he perhaps looks out for a Person, who has so much at Home in his own Country, and makes an Exchange with him, and the Difference exacted on the Exchange is what we call Exchange.

Now, Sir, the mutual Loss and Gain of Nations, has for the above Reason made the Exchange of Money a distinct Trade; and the Exchanger therefore makes it his Business to discover the Disadvantage or

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Gain of all Countries, with respect to each other, and accordingly sends out his Money to one Part of the World, from thence to another, where perhaps 'tis as much wanted, and so travels it in a Circle of Gain, till he draws it Home from some Country, to which his is Loser, in order to send it out on other Expeditions.

And the Merchant often taking Example by him (when his Occasions require a Sum of Money in a Country, to which the direct Exchange from his, wou'd be at a great Disadvantage) orders his Affairs so, as to convey it to a fitting Station, from whence to remit it with Gain to the Place where his Occasions require it.

But the *French* Merchant finding that *Ireland* is Loser by none of its Dealings, or at least not in so great a Degree as in that with *England*, when-

whenever he has Occasion for our Commodities, takes care to have provided in *London* so much as will answer our Demands for them, and from thence remits us our Debt with considerable Advantage to himself ; and this is the Reason, Sir, why there is scarce any Remittances made directly from *France* to *Ireland*.

Give me leave, Sir, to wonder that a Person so well versed in the Affairs of our Country, and so sanguine in its Cause, should disguise our Number of Inhabitants ; that is a Wealth which our Neighbours the other side of the Water wont willingly take from us ; for we who stay at home are poor, and not worth the seeking after ; but as it may be impossible to make any tolerable political Computation, either of our Strength to repel Injuries, or to assist our Friends ; and as no certain Estimate can be made either of our

Expence or Superlucration, without first arriving at some tolerable Knowledge of our Numbers, I shall make bold to give you the best Lights I can therein.

There were returned by the Hearth-money Collectors in the Year ending *Lady-Day* 1726, 374,286 Houses, paying Quitt-rent over and above Certify'd Houses, Colleges, Hospitals and Barracks, which at an Allowance of six Souls to a House, may be equivalent in this Calculation to 42,381 Houses, and that makes the Number of Houses in all 416,667. to which if we allow a Medium of six Souls to the House, our Inhabitants must be about 2,500,000, and considering the prolifick Constitutions of our Country Folks, and the early Age at which they intermarry, I am very sure, Sir, you will agree with me, that Six to

a House is not an extravagant Allowance.

I confess, Sir, I am indebted to Books as well as to Conversation, for a great Part of my Knowledge in Trade, neither do I think it a Reproach to me, to own, that I have for some Years turned my Thoughts that way, in order to be of Service to my Country; and I own, also, that my chief Design in the little Papers, which you have animadverted upon, was to lead the landed Gentlemen of my Country into an Enquiry after that sort of Knowledge: But I hope in all I have said on the Subject, I have not in any measure derogated from the Honour and Regard which I know is due to Merchants; I have indeed said, that it would be well for the landed Men if they could judge for themselves, without giving up to the Directions of particular Traders, whose

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Interest might probably be a Bias upon their Judgments, but far from injuring the Science or Vocation of a Merchant in general. Would not my Exhortation to an Enquiry into the Knowledge of Trade, if it were followed, soon let the landed Men understand how great a Part of their Wealth and swelling Rent-rolls is due to them? would it not soon convince them, that a greater Share of Honour and Acknowledgment is due to Merchants, than to many, who boasting a long Succession of titled Ancestors, are themselves a Load upon the Land, which they possess, and a dead Drain upon that Wealth, which the others labour to supply and encrease.

Upon the whole Matter, Sir, whether you be a Merchant or a landed Gentleman, I can't but say, your Observations have given me a sensible Pleasure, and I am not ashamed

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to own the Satisfaction I have, to think that notwithstanding all the Offence you took to a Speculative or Book Knowledge, you did not however, make one Objection against any of the Axioms or Rules, which I have set down in my Essay, for the Government of Trade, or the stating our Accounts ; neither against any other Part of my little Tracts, but those which I have hereby endeavoured to explain to you : But however pleased I may be at this your Silence, I give you my Word, Sir, I shall be much more so, whenever you convince me of any Error or Mistake, that I have committed ; for I am a sincere Lover of Truth, and of my Country, and always, Sir,

Your most obedient Servant.

F I N I S.